

# The Journey to Being Liked



November 14, 2017



# Agenda

- Site Selection & Economic Development
- Partnerships and Preparedness
  - Sites
  - Rates
  - Relationships
- Facebook Project

# What do large economic development projects require?

- Workforce
- Utility Infrastructure (Electricity, Gas, Water and Sewer)
- Roads/Rail
- Telecommunications
- Business Climate & Incentives
- Controlled and Planned Sites/Buildings
- **Process of Elimination**

# Energy – Drives location decision in many industry segments

- Energy Availability and Cost
  - *Top 10 Factor : 2016 Corporate Executives Survey*  
– *Area Development*
- Reliability – mission critical facilities
- Renewables & sustainability goals
- Rates & riders
- Ready Infrastructure

# Success

- Nebraska has a strong environment for data center development
- Past large projects – Yahoo/Oath, Travelers and Fidelity
- Why?





# The Journey to Attracting Facebook



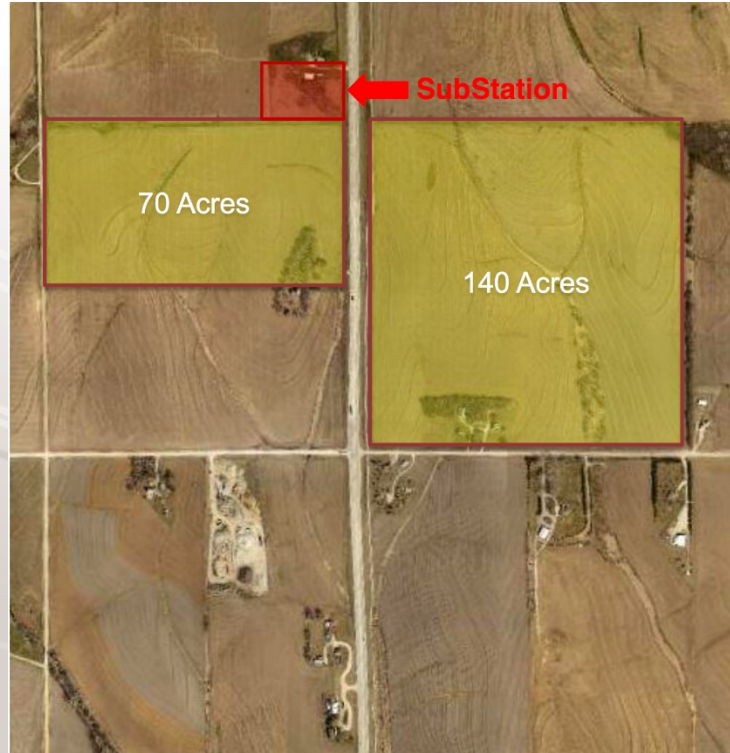
# What does Facebook look for in a site?





# The Journey

- Partnerships & Persistence
- Site identification, planning and control



## GOI Ready Site Development Fund

The Greater Omaha Economic Development Partnership has set an aggressive goal of developing 5 GOI Ready Certified Sites by 2018. We feel we can achieve and surpass this goal in an even faster timeframe with the creation of the **GOI Ready Site Development Fund**. The fund has been created to assist our Partners in achieving site control through long term options and completing the necessary due diligence items to achieve **GOI Ready Status**.

**Application Process:** Funds will be awarded on a competitive process for ready sites. Those sites that meet the qualifications below can apply and be awarded funding based on availability. Applicants must commit to achieving **GOI Ready Status** for the site.



## GOI Ready Site Development Fund Application Form

Applicant

Name	Title		
Organization	Email		
Street Address	City		PO Box
	State	Zip	Telephone
Site Name			

Project Funding				
Match Requirement: 1:1.00 is match is required for every \$100 requested from the Fund.				
Project Activity	GOI Ready Site Development Fund	Applicant's Match	Total Funds	Applicant's Source(s) of Matching
Site Control				
Option Earned Deposit				
Other				
Due Diligence				
A/E/S Survey				
Site Commitment				
Geotechnical Investigation				
Natural Features/Wetland Delineation				
Endangered Species				
Phase I Environmental				
Other				
Permitting				
Commercial Leasing Incentives				
Joint Phases, pre-design building, etc.				
Other				
TOTAL FUNDS				

Application includes supporting budget documentation of the proposed project activities/funding.  
☐ Application includes letter(s) of commitment of matching funds.  
Is the site owned by the city, county, or economic development organization? ☐ Yes ☐ No

GOI Ready Site Development Fund - Application Form





# OPPD journey to attracting Facebook

- Ready Site & Infrastructure
- 2015 Corporate Feedback
  - Schedule 261 - Large Power – High Voltage Transmission Level
  - Rider 499 – Green Sponsorship Program
- Feedback from the industry and corporate buyers including Facebook & Yahoo led to a new rate structure
  - 261 M – Large Power – High Voltage Transmission Level – Market Energy

# 261 M – Large Power

## High Voltage Transmission Level – Market Energy

- Approved by OPPD's board in January 2017
- Modification of schedule 261
- Based on OPPD's cost of service model
- OPPD provides retail service to the customer, including generation and system capacity, transmission and administration
- Provides flexibility in how customers meet their renewable energy goals
- Renewables are not required, but create a hedge/nexus for the market energy
- 13<sup>th</sup> Green Tariff in the USA – World Resource Institute



# Facebook Project Overview

- One of the largest projects to ever land in Nebraska
- Rapid development
- Advanced site development planning and site control led to the project success
- 100 permanent Facebook jobs
- 1000 construction jobs
- 2 buildings



Mark Zuckerberg

22 hrs · Palo Alto, CA · 🌐

We just announced that we're building our ninth data center in Papillion, Nebraska. It will be powered by 100% clean and renewable energy and will create thousands of jobs in the community over the next few years.

To grow the market for the clean energy we need, we worked with the Omaha Public Power District to create a new renewable energy tariff ([facebook.com/green](https://facebook.com/green)) that will now be available to all companies.

Advanced data centers like this are basically giant machines that make up the technical infrastructure for our community. It takes a lot of computing power to support our community, so we're going to keep building new data centers around the world.



Like



Comment



Share



More at - <https://www.facebook.com/PapillionDataCenter/>



# Partnerships



- Omaha Chamber & Economic Development Partnership
- Sarpy County Economic Development Corporation
- Papillion
- Sarpy County
- Nebraska Department of Economic Development
- Metropolitan Utilities District
- **MANY others!**

# Facebook Renewables

Papillion Data Center - Home

Secure | <https://www.facebook.com/notes/papillion-data-center/wind-to-power-the-papillion-data-center/945524552264595/>



## Wind to Power the Papillion Data Center

PAPILLION DATA CENTER · THURSDAY, OCTOBER 19, 2017

We know from experience that when people come together, they can do a lot of good in the world. To ensure we are able to power our Papillion data center with clean and renewable energy, we [came together](#) with Omaha Public Power District (OPPD) to create a new tariff that ensures renewable energy solutions are accessible not just to Facebook, but other companies as well. With the new tariff in place, we were able to seek new Nebraska wind projects to meet our goal of powering our Papillion operations with 100 percent clean and renewable energy.

Today, we're proud to announce we have now selected a new Nebraska wind project to power the Papillion Data Center. We worked with [OPPD](#) and [Tradewind Energy](#) to partner on a

OPPD partner Facebook announces wind project

October 19, 2017 · Jason Kuiper and Joe Comstock · Uncategorized

community, renewables, wind power



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# Thanks!

*Leading the way we power the future*  
*-OPPD Vision*

